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DATE: July 9, 1997  
TO: D.P. Fitzgerald  
FROM: Stephen R. MacLeod  
RE: Direct Account Inventory/Winston

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Listed below are the Direct Accounts and specific Brand Styles that will probably still be on-hand inventory as of July 18, 1997 based upon weekly movement:

<u>Direct Account</u>	<u>Brand Style</u>	<u># of cartons</u>
Fay's/Eckard #492773	Winston Ultra 100	56
	Select FF 100	73
	Select FF 85	6
Pec/Penn Traffic #482000	Select FF 85	10
	Select Slim Light 100 Box	11
Sanbyrne Sales #679995	Select Box	23
	Select FF 85	3
	Winston Ultra 100	2

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TBI	Winston Ultra 100 Box	22
#648240	Select Slim Light 100 Box	26
Supervalue	Winston Light 100 Box	12
#692980	Select FF 85	15
	Select Slim Light 100 Box	20

McLane Northeast #375878, pulled inventory submitted as of June 30, 1997 from runs. Therefore, inventory submitted remains the same. AM Sharon Schwalm sent out high priority E-mails to affected RJR personnel soliciting support in pulling old style Winston inventory. AM Sharon Schwalm has requested that McLane place inventory back for pulling. Due to the numerous states McLane ships to and special chain programs (re-couponing VPR product) that they are supporting, it is extremely difficult to get a read as to what will be actual on-hand inventory on July 18, 1997.

With the exception of the accounts mentioned above, all other accounts' inventory submitted as of June 30, 1997 present no problem and plans have been developed to flush this inventory through to the consumer prior to August 4, 1997 DTS per management.

Should you have any questions, please contact me.

Sincerely,

S.R. MacLeod

SRM : bbv

cc: W.J. Roth  
D.W. Keeney  
R.M. Duszynski

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Direct Account Name	FF 85 11812	LT 85 11812	CP 83 11812	LT 80 11812	FF 100 11812	ULT 85 11708	ULT 100 11808	Light CP 83 51908	Light CP 100 10808	ULT CP 83 78008	ULT CP 100 78008	LT 85 71008	CP 83 71008	SEL CP 83 71208	SEL CP 100 20187	LT 100 20278	SEL CP 100 22187	SEL CP 100 22187	SEL CP 100 22187
Schubert Inc.	0	0	30	8	28	17	10	29	5	0	0	21	30	27	7	21	0	0	0
Onicks (renewal)	2141	35	859	1584	1148	259	127	226	88	0	0	334	132	377	95	48	0	0	0
Key Service	0	0	0	15	78	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Garland Kurtz	32	41	31	1	24	18	11	11	16	0	0	1	23	15	0	0	0	0	0
North Country Candy	0	0	0	0	0	5	0	0	28	0	15	6	5	4	5	9	13	0	0
Day Wholesale	0	0	0	0	0	50	0	0	52	0	0	1	0	0	0	2	1	0	0
Day Wholesale	0	0	33	13	0	18	0	11	0	0	0	28	22	13	0	20	0	0	0
McName Wholesale	38	9	0	15	0	0	0	11	0	0	0	0	0	0	0	0	0	0	0
Milgram F & A Base	79	37	143	35	44	0	44	0	0	0	0	0	0	0	0	0	0	0	0
L. Kern	0	24	44	31	36	0	12	11	0	0	19	3	7	1	0	0	0	0	0
F. Colical	0	94	11	6	97	0	0	14	0	0	12	21	22	1	27	3	0	0	0
Sho Rho	0	12	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
W.E. Brown	44	53	37	38	22	0	13	0	0	0	0	0	0	0	0	0	0	0	0
Zappa Wholesale	0	17	0	0	16	1	5	5	6	0	0	1	5	5	2	2	0	1	0
Northstar JX 8715427	12	45	0	45	33	0	33	0	0	20	0	0	0	0	0	0	0	0	0
Coast Guard #10179	5	8	0	12	22	15	6	0	0	0	0	0	0	0	0	0	0	0	0
Reichhold #50120	0	4	0	4	77	4	16	0	0	0	0	3	0	0	0	5	0	0	0
Corbin #507 (454383)	0	0	0	0	0	0	0	0	0	0	0	1	0	0	0	0	0	0	0
Greiner Field Annex (533408)	8	8	4	5	5	0	4	0	0	0	0	0	0	0	0	0	0	0	0
J. Gulev & Sons (211078)	0	19	4	0	0	7	5	1	8	16	10	20	5	0	0	7	0	0	0
Harvey Drug 335190	0	0	0	0	0	0	0	0	0	0	0	1	12	5	0	0	0	0	0
Fry's Food #27738	0	25	25	0	164	37	135	7	0	0	0	15	15	8	0	0	0	0	0
PLC J Pan Tonic 452000	0	0	0	0	0	0	0	0	0	0	0	19	0	34	30	29	0	0	0
Schuyler Sales #71945	0	0	0	0	0	0	15	0	0	0	0	4	0	0	4	4	0	0	0
Rever's Marketing #1843	0	7	0	19	15	4	4	0	0	0	0	4	0	18	3	4	0	0	0
TSI Corp. #42340	0	0	0	0	0	6	5	0	16	58	70	44	0	0	76	13	0	0	0
W. Humpert's Tols. #82720	2	3	1	2	0	0	0	2	0	10	0	0	0	0	0	0	0	0	0
Americ. Grocers 021400	0	0	0	0	0	14	12	0	0	11	7	6	11	9	12	5	0	0	0
ESJ Distributing 190840	0	12	0	0	35	0	0	0	0	0	0	0	0	0	17	4	0	0	0
Superstar #2280	0	0	0	0	0	0	0	0	16	12	8	0	11	0	23	0	0	0	0
CBS Wholesale 08878	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Hudson Wholesale 270990	2	34	38	54	2	7	2	8	20	14	17	0	3	22	0	0	0	0	0
Amor & Co. 028200	17	0	0	0	0	0	2	0	0	11	15	0	0	0	0	0	0	0	0
McLain North Lane 379878	0	0	123	19	0	58	25	16	37	62	168	389	143	360	87	106	0	0	112
PLT Distributing	0	0	10	0	80	15	15	0	0	0	0	20	10	8	10	40	0	0	20
L.A. Callahan	0	0	43	102	0	63	128	30	82	0	0	79	15	60	90	60	0	0	56
R.L. Jones	0	0	0	0	23	8	14	20	0	0	0	16	10	10	0	0	0	0	12
Chela Distributing	0	25	0	0	0	28	0	0	0	0	0	0	0	26	22	30	0	0	16
Triphouse	0	0	0	0	0	0	0	0	120	0	0	0	0	0	0	0	0	0	0
Type	0	133	0	0	10	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Waggoner	0	0	0	0	0	0	0	0	0	0	0	40	0	0	0	0	0	0	0
E.P. Kline	0	0	0	22	30	0	0	0	26	14	0	8	0	47	25	0	0	0	14
Buffalo Tobacco	0	0	0	0	0	0	0	0	0	0	0	8	23	8	19	0	0	0	3
Quinn, NY	0	0	0	0	7	0	0	4	20	0	0	0	0	18	8	15	0	0	0
Quinn, PA	0	15	0	23	12	0	12	0	0	0	0	0	19	11	0	0	0	0	0
Flaming, NY	0	0	0	0	20	0	0	0	0	0	0	6	0	0	0	0	0	0	0
Flaming, PA	48	87	11	30	33	0	0	0	0	0	0	10	17	13	0	5	0	0	0
Queen City	0	0	0	3	0	2	2	4	0	0	0	4	2	2	2	1	0	0	5
Fluor	0	0	0	0	0	0	0	0	0	0	0	98	0	0	2	98	0	0	0

1622-OK  
1623-OK  
1638-OK  
1626- No Response do not believe they had any Directs Listed

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